

Message Text

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PAGE 01 MOSCOW 09081 311541Z

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ACTION EUR-25

INFO OCT-01 ADP-00 EB-11 COME-00 RSR-01 RSC-01 /039 W

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R 311526Z JUL 73

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 806

LIMITED OFFICIAL USE MOSCOW 9081

E.O. 11652: N/A

TAGS: ETRD BFOL UR

SUBJ: PROPOSALS BY UNIVERSAL OIL PRODUCTS

REF: STATE 148490

1. INITIAL FOLLOW-UP ON UNIVERSAL PROPOSALS APPARENTLY MADE TO VARIOUS MARKETING ORGANIZATIONS AS WELL AS SCST. ADDITIONAL INQUIRIES IN MAY AND JULY HAVE PRODUCED NO RESPONSE. EMBASSY HOPES LETTER SENT TO SCST JULY 30 WILL ELICIT REPLY.

2. COMMENT: GIVEN WELL-KNOWN SOVIET PREDILECTION LIMIT ASSOCIATION TO LARGEST FIRMS AND NUMEROUS VISITS TO MOSCOW BY REPRESENTATIVES AND AGENTS ACTING ON BEHALF VARIOUS U.S. ENTERPRISES, UOP PROPOSAL UNDERSTANDABLY HAS AWAKENED LITTLE IF ANY SERIOUS INTEREST. IN ADDITION, EXISTING USSR ARRANGEMENTS WITH CERTAIN AMERICAN FIRMS WOULD APPEAR TO PRECLUDE NEW TIES WITH UOP IN SEVERAL SUGGESTED PRODUCT AREAS. REMAINING PRODUCT LINES SUGGESTED IN UOP PROPOSALS GENERALLY FALL INTO FIELDS OUTSIDE FIVE-YEAR PLAN PRIORITY REQUIREMENTS. FINALLY, COMPARTMENTALIZED STRUCTURE OF SOVIET TRADING ORGANIZATIONS MAKES EVALUATION OF BLANKET PROPOSALS LIKE THOSE ADVANCED IN UOP BROCHURE ESPECIALLY DIFFICULT TO ANSWER. NONETHELESS, EMBASSY HOPES TO HAVE SOME DEFINITE INDICATION OF SOVIET ATTITUDE TOWARD PROPOSALS IN NEXT TWO-THREE WEEKS AND WILL REPORT SUCH INTEREST PROMPTLY.

DUBS

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Message Attributes

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